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UNITED STATES

(EASTERN MIDWEST)

*A Guide
for Canadian Exporters*



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External Affairs
Canada

Affaires extérieures
Canada

(publié également en français)

UNITED STATES (EASTERN MIDWEST)

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Government
Publications

A Guide for Canadian Exporters

TRADE OFFICE RESPONSIBLE:

Commercial Division
Canadian Consulate General
Illuminating Building, Suite 1008
55 Public Square
Cleveland, Ohio 44113-1983
Tel: (216) 771-0150
Telex: 00985364 (DOMCAN CLV)

TERRITORY:

States of Ohio, Kentucky, West Virginia and Western
Pennsylvania

U.S. Trade and Investment Development
Bureau (UTD)
Department of External Affairs
125 Sussex Drive
Ottawa, Ontario
K1A 0G2

November 1984



External Affairs
Canada

Affaires extérieures
Canada

I. THE MARKET

Eastern Midwest Area Serviced by the Cleveland Consulate

Area: 317,156 km² (122,459 sq. mi.)

Population: 20,786,000*

Average Per Capita Income: (after tax) \$8,359*

Value Added by Manufacturers (1980): \$90.2 billion

Ohio

Excluding Toledo (Lucas and Wood Counties)

Area: 106,754 km² (41,222 sq. mi.)

Population: 10,218,000*

Capital: Columbus

Per Capita Income: \$9,240*

Main Commercial Centres: Cleveland, Cincinnati, Columbus, Dayton, Akron, Canton, Youngstown

Leading Industries: Transportation equipment, primary steels, fabricated metal products, rubber and plastics, machinery, electrical equipment, food and allied products, mining, chemicals

Value Added by Manufacturers (1980): \$50.2 billion

Western Pennsylvania

Area: 50,922km² (19,661 sq. mi.)

Population: 4,210,000*

Capital: Harrisburg (Philadelphia Consulate)

Per Capita Income: \$8,922*

Main Commercial Centres: Pittsburgh, Erie

Leading Industries: Primary metal industries, fabricated metal products, mining, machinery, transportation equipment, apparel and textiles, electrical and electronics, chemicals, food products

Value Added by Manufacturers (1980): \$23.2 billion

Kentucky

Area: 104,660km² (40,409 sq. mi.)

Population: 3,750,000*

Capital: Frankfort

Per Capita Income: \$7,414*

Main Commercial Centres: Louisville, Lexington

*Denotes a 1982 estimate

Leading Industries: Mining, apparel and textile products, lumber, tobacco, horses, food products, metal products, chemicals, transportation equipment, electrical equipment

Value Added by Manufacturers (1980): \$11.9 billion

West Virginia

Area: 62,759km² (24,231 sq. mi.)

Population: 1,988,000*

Capital: Charleston

Per Capita Income: \$7,519*

Main Commercial Centres: Huntington, Charleston

Leading Industries: Mining, primary metal industries, chemicals and allied products, food and allied products

Value Added by Manufacturers (1980): \$4.9 billion

Principal Cities and Towns, Metropolitan Populations (1983 estimates)

Pittsburgh, Pennsylvania, 2,181,900

Cleveland, Ohio, 1,852,600

Cincinnati, Ohio, 1,406,600

Columbus, Ohio, 1,269,800

Louisville, Kentucky, 963,200

Dayton, Ohio, 932,400

Akron, Ohio, 654,100

Canton, Ohio, 407,100

Huntington (West Virginia)-Ashland (Kentucky), 341,700

Lexington-Fayette, Kentucky, 327,900

Erie, Pennsylvania, 283,900

Charleston, West Virginia, 270,300

*Denotes a 1982 estimate

II. GENERAL

Area and Geography

The Commercial Division of the Canadian Consulate General in Cleveland is responsible for the states of Ohio (excluding Lucas and Wood Counties), Kentucky, West Virginia and western Pennsylvania. Names of the counties in Pennsylvania covered by the Consulate General are listed in Appendix II. While the total area is slightly less than one-third the size of the province of Ontario, the population approximates that of Canada. Although a common border is shared with Canada on Lake Erie, access is primarily by land through Detroit or Buffalo or via commercial airlines.

Geographically the area is as diverse as its economy, from the rolling foothills of the Allegheny Mountains in the east to the flatlands of the Midwest. The proximity of Lake Erie provides excellent port facilities for handling bulk cargoes from Canada.

Climate

The climate follows Midwest seasonal patterns, with the northern sectors under strong modifying influences from Lake Erie. This contributes to fewer days with temperatures above 32.2°C (90°F) than most large northern cities, and also creates milder winters.

Local Time

The entire territory lies within the Eastern Standard Time zone.

Weights and Measures; Electricity

U.S. measures that differ from those used in Canada are:

One U.S. pint	16 fluid ounces	473.1 millilitres
One U.S. quart	32 fluid ounces	946.2 millilitres
One U.S. gallon	128 fluid ounces	3.8 litres
Imperial gallon	1.2 U.S. fluid gallons	4.5 litres

Electricity for domestic use is supplied at 115 volts, 60 cycles AC.

U.S. Public Holidays*

New Year's Day — *January 1*
Martin Luther King's Birthday — *January 15*
Washington's Birthday — *February, third Monday*
Memorial Day — *May, last Monday*
Independence Day — *July 4*
Labor Day — *September, first Monday*
Columbus Day — *October, second Monday*
Veterans Day — *November 11*
Thanksgiving Day — *November, fourth Thursday*
Christmas Day — *December 25*

* Check with the Commercial Division, Canadian Consulate General, Cleveland, regarding local public holidays, in addition to federal public holidays, that might affect your business trip.

The Canadian Consulate General observes 11 statutory holidays that include some of each of the main American and Canadian holidays.

Transportation

Air

Airlines providing daily service:

Air Canada — Cleveland-Toronto

U.S. Air — Cleveland-Toronto
 Pittsburgh-Hamilton-Toronto
 Cleveland-Montreal

Nordair — Pittsburgh-Toronto
 Pittsburgh-Montreal

Air Ontario — Cleveland-London-Toronto

All other cities of the area are serviced by local commuter air routes.

Rail

There is no direct passenger service from this region to Canada. Both CP Freight and CN Freight maintain offices in Cleveland.

Truck

Trucking service can be arranged through most local carriers in Canada.

Ship

Passenger ship service to Canada is non-existent. Bulk cargoes move from Canada to the major ports of Cleveland, Ohio; Toledo, Ohio and Erie, Pennsylvania.

Road

An excellent highway system serves the entire region. Highway distances are:

From	To	Cleveland	Pittsburgh	Cincinnati
Toronto	486 km (302 mi.)	518 km (322 mi.)	801 km (498 mi.)	
Montreal	957 km (595 mi.)	993 km (617 mi.)	1,363 km (847 mi.)	
Windsor	275 km (171 mi.)	476 km (296 mi.)	428 km (266 mi.)	

III. ECONOMY AND INDUSTRY

Overview

Cleveland lies at the centre of the industrial and financial heartland of the United States and Canada. The trade program administered by the Canadian Consulate General encompasses Ohio, West Virginia, Kentucky and western Pennsylvania. The area's population approximates that of Canada, while its gross product exceeds Canada's. Trade between this area and Canada reached an unprecedented level of Can. \$11.6 billion during 1983. Canadian exports to the area totalled \$5.1 billion.

The geographic borders of the Trade and Industrial Development Program are determined by the importance of the territory as a unified industrial and marketing base for the steel, automotive, tire, coal, machine tool, paint and pigment industries. The territory is a major agricultural area and agribusiness is a substantial segment of the economic base. Corporate headquarters of 53 of *Fortune's* top 500 companies, and 60 of the next 500 are located in the area, and 600 Canadian companies report to American parent companies located here. An electrical/electronics industry is slowly developing in southwestern Ohio to complement the activities of prominent manufacturers of electrical and electronic components.

Market Information

Ohio

Ohio is the nation's third most productive industrial state and ranks among the wealthier in livestock and crop receipts. It is one of the leaders in the production of lime, coal and coke, and leads the United States in a wide variety of manufactured products including tires, business machines, dies, tools and clay items. Iron, steel and other metals; cars, aircraft, boats; industrial and electrical machinery; household appliances; chemicals and plastic products help maintain Ohio's high production figures. In addition to the positive impact of manufacturing activity, the area's

economy benefits from substantial contributions by the farm sector as well as from mining and mineral production.

Western Pennsylvania

The manufacturing base depends primarily on the steel industry, which is concentrated mainly in the Pittsburgh area. Pennsylvania leads in steel wire and structural metal production, largely due to the state's ranking as the third largest producer of coal in the U.S. Other important minerals are limestone, iron, cement, stone, petroleum, clays and zinc. The production of machinery, food processing equipment, chemicals, metal products, transportation equipment and apparel is also an integral part of the over-all economy. In addition, the rich farmlands are excellent livestock grazing areas, and fruits such as grapes, peaches, apples and cherries thrive.

Kentucky

Kentucky's economy depends heavily on mining, farming and lumber production. It is the largest producer of coal in the United States and a significant supplier of fluorspar, clay, stone and petroleum, and natural gas products. The manufacturing base is increasing and diversifying, with food processing — including beverages and tobacco products — machinery, chemicals, apparel and transportation equipment the main areas of activity.

West Virginia

West Virginia's economy is even more closely tied to the coal industry than that of Kentucky. Topographical features inhibit large-scale farming, although there is some activity in dairy products, poultry and cattle.

The manufacturing sector produces chemicals and synthetic fabrics, based on the state's natural resources, and is an important contributor to its economy, while production of steel, glass and pottery provides a degree of diversification.

Industry Sectors of Importance in the Area

The strength of the economy and diversity of manufacturing operations within the region offer Canadian manufacturers sales opportunities for a wide variety of finished products such as mechanical, electrical

and electronic equipment, construction products, and food and consumer items. Opportunities also exist for sales by various Canadian service industries.

Primary Metal Industries

Concentrated in northeastern Ohio and western Pennsylvania, this industry sector is the largest employer in the territory. In addition to raw steel, there are many foundries, casting and drawing operations. Canada is a major supplier of raw materials to this area, particularly ore and ore concentrates.

Machinery

Northeast Ohio, western Pennsylvania, southwestern Ohio and northern Kentucky are major manufacturing centres of machinery products. The list includes construction and industrial machinery and equipment, machine tools, pumps and pump equipment, and ball and roller bearings. Those manufacturing operations are fertile ground for sales of Canadian-made castings and forgings.

Fabricated Metal Products

Supporting the automotive and construction equipment industries is considerable production of forgings, stampings and other basic components throughout the Ohio market. In addition, the area's expertise in primary metal products and machine tools encourages manufacturing in allied sectors. Principal products are hardware, door frames, steel metalwork, fasteners, forgings, stampings, and valve and pipe fittings, all of which provide a potential market for Canadian-made components.

Electrical Equipment and Supplies

All the metropolitan areas have major manufacturers in this field — specifically electric motors, generators, household appliances and telephone and communications equipment. Dayton, Ohio, probably the business machine capital of North America, provides opportunities for the supply of various types of components manufactured in Canada.

Transportation Equipment

Automotive parts and vehicle assembly operations are second in importance only to Michigan's. While many of the materials are purchased on an intra-corporate

basis, there is substantial purchasing from outside suppliers. As regards the automotive aftermarket, most sales are to warehousing operations.

There is some production of aircraft engines and aircraft parts for the military market.

The Canada-United States Automotive Agreement (with respect to OEM) and the Canada-United States Defence Production Sharing Program are important export factors for the Canadian transportation equipment manufacturing sector (*see section VI, Customs Regulations and Documentation*).

Chemicals and Related Products

Manufacturers involved in these industries tend to locate along the banks of rivers forming the boundaries between Ohio and Kentucky, and Ohio and West Virginia. Plants are also located in major metropolitan centres. This sector of Ohio's industrial complex is primarily involved in the production of paints, varnishes, glass, synthetic textiles, industrial chemicals and chemical preparations.

Rubber and Plastic Products

Akron, Ohio, the manufacturing and research and development centre of the American rubber industry, is primarily involved in the production of tires, apparel, and specialized related products. In addition, the region is a leading producer of industrial and consumer plastic products.

Defence Products

Access to the U.S. defence equipment market is facilitated by the Canada-U.S. Defence Development and Defence Production Sharing Arrangements, under the terms of which Canadian-made defence equipment can be imported into the U.S. duty-free and without the application of Buy America restrictions. Local buyers therefore evaluate Canadian firms on the same price-quality-delivery formula applied to American suppliers.

Information on marketing to the U.S. Department of Defense, to U.S. Defense contractors, and on the Canada-United States Defence Sharing Arrangements can be obtained from:

Director, U.S. Division (TDU)
Defence Programs Bureau

Department of External Affairs
125 Sussex Drive
Ottawa, Ontario
K1A 0G2

Significant research and development and procurement activities are carried on in the defence industries sector within the Consulate General's territory. An officer located at Wright Patterson Air Force Base, Dayton, Ohio, and attached to the Canadian Consulate General at Cleveland, is responsible for identifying Canadian industry opportunities arising from such activities.

In general, activity at Wright Patterson involves the aerospace and electrical-electronics sectors. Additionally, significant medical research related to the air environment and toxic hazards is performed. Wright Patterson Air Force Base is also involved in the testing and proving of new weapons programs (e.g., The F-16 military aircraft). Canadian manufacturers involved at the R&D stages of a program have a better chance of becoming further involved once the program is approved for production. Subcontract requirements in the above-noted sectors have provided Canadian firms with significant opportunities.

Another area of potential opportunity for qualified Canadian firms is in co-operative research programs. These provide for Canadian firms to develop equipment for U.S. use. Funding is 50 per cent Canadian, and 50 per cent U.S.

Other military agencies in the territory provide opportunities for a variety of products, such as construction equipment and related parts, hardware, and electronic components.

Canadian companies requiring assistance in obtaining prime contracts for products and services, and research and development programs for military agencies or subcontracts from major defence industries located in the territory, should contact the Canadian Trade Commissioner at Wright Patterson Air Force Base:

Office of the Government of Canada
MCLDDP
Room 148, Building A, Area B
Wright Patterson Air Force Base
Dayton, OH 45433
Tel: (513) 225-4537, -4492

It should be noted that the Canadian Commercial Corporation (CCC) receives bid packages from American military procurement agencies. Suppliers should establish contact with the CCC to obtain information on such opportunities, and can receive bid packages directly from the agencies if they have registered with them. Responses to direct solicitation must be submitted through the CCC.

Export Opportunities

The prime economic catalyst in the consulate's territory is steel. Steel will continue to be in demand for the automotive industry, the reconstruction of older bridges, dams, locks, railroads and port facilities, and for the upgrading of defence installations and equipment. Agribusiness is the number one business in Ohio and provides worthwhile opportunities for Canadian agricultural machinery manufacturers.

Heavy commercial development throughout the Consulate General's territory means excellent opportunities for Canadian manufacturers of building products, and Canadian developers. The commercial building boom is also creating a solid and continuing nearby market for Canadian furniture manufacturers and interior designers. There are also first-class opportunities for Canadian boatmakers and accessories manufacturers to capitalize on the well established Lake Erie boating market. Lifestyles in Ohio and western Pennsylvania are markedly similar to those in Canada, with resulting benefits to Canadian manufacturers of consumer products who can capitalize on this large, wealthy market.

IV. SELLING TO THE EASTERN MIDWEST STATES

Canadian Image

Because of the proximity of this market, it would appear to be ready-made for Canadian products. As it is also within an 800-km (500 mi.) radius of 67 per cent of all U.S. manufacturing activity, Canadian exporters must pay particular attention to quality, service, delivery and product performance in order to compete.

Canadian suppliers can benefit from the fact that many U.S. firms do not regard Canadian products as foreign and, consequently, buy and invoice them through domestic purchasing channels. Proximity to Canada and personal and corporate connections can result in competitive transportation costs and, at times, faster delivery and a receptivity to purchasing on the same basis as from American suppliers. Those advantages do not diminish the need for Canadians to maintain strong marketing efforts in establishing acceptance of their products on the basis of design and quality.

Sales Effort

Before selling in the United States, Canadian companies should be prepared to:

- 1) pursue business on a continuing basis;
- 2) make a positive first impression to an extent that may not be considered important in Canada;
- 3) quote, deliver and follow up aggressively in competition with U.S. suppliers.

The Initial Approach

The best introduction is by personal visit. A representative or distributor may be appointed later, but initially large-volume buyers usually prefer to meet prospective suppliers personally.

Appointments with individual buyers are often not necessary but, as a matter of good form, it is

advisable to start with directors of purchasing or their equivalent and, through them, meet the decision makers. Advance notification of your visits is recommended.

A complete presentation on the first call is important. It should include literature, specifications, samples if possible, and all the price, delivery and quality control information a buyer requires to evaluate your capabilities against his current sources. Many buyers keep up-to-date records on their suppliers. A favourable impression can result if a résumé, including the following, can be supplied at the time of a first visit:

- your name and company name, address and telephone number;
- name, address and telephone number of local representative, if applicable;
- the year in which your firm was established;
- size of plant;
- number of employees;
- principal products;
- location of plant;
- description of production facilities and equipment;
- description of quality control facilities and procedures;
- transportation facilities;
- approximate yearly sales volume;
- representative list of customers;
- financial and credit ratings.

Before visiting this territory it is suggested that you contact the Canadian Consulate General to obtain preliminary information on opportunities existing there. Your letter should contain the following:

- 1) a summary of your past experience in this market;
- 2) the channel of distribution you wish to pursue;
- 3) prices f.o.b. factory but, also, c.i.f. destination, or an American port of entry, including U.S. Customs duty; prices should be quoted in U.S. funds;
- 4) delivery time scheduling from date of receipt of order;
- 5) warranty offered;
- 6) rate of commission to manufacturer's representative or percentage discount structure for a distributor.

Reciprocal Visits

Many buying organizations survey new vendors' facilities personally before placing continuing business. If

they do not visit as a matter of course, it is good strategy to invite them to do so.

Following Up the Initial Call

United States buyers expect to be called on more frequently than their Canadian counterparts. That may be as often as every two weeks during some periods of the buying year. Although some Canadian companies may lack the sales force to accomplish this, the problem can be resolved by appointing a manufacturer's representative or selling through brokers, jobbers or distributors as the situation warrants.

Price Quotations

Quotations should be submitted both on a laid-down basis, buyer's warehouse, factory or an American port of entry; and on an f.o.b. Canadian-plant basis exclusive of Canadian sales and excise taxes. Always quote in U.S. funds unless specifically requested otherwise. The landed price should include transportation charges, U.S. Customs duties if applicable, brokerage fees and insurance. The quotation should be comparable, in format, to quotations from United States sources. Buyers cannot be expected to understand customs duties or other matters pertaining to international transactions. That is solely the responsibility of the Canadian exporter, and a cost of doing business in the U.S.

Canadian exporters may not be granted the same opportunities for renegotiating initial quotations as they have been accustomed to in Canada. That is because U.S. buyers often must work to tighter purchasing deadline and target prices. Thus, they may be required to accept an initial bid as final.

The Manufacturer's Representative

The commission agent or manufacturer's representative is more commonly used in the U.S. than in Canada. The better representatives are highly qualified through education, training and experience. They know their customers and call on them regularly, not only at the buying level, but also on engineering, design and quality control offices. The advantages of having a representative include economy, closer — sometimes social — contacts with buyers, and

availability when problems arise. The Canadian Consul General maintains information on many of the manufacturers' representatives operating in its regions and can often provide valuable suggestions for Canadian manufacturers.

Delivery

Delivery must meet customers' requirements, which can be exceptionally demanding. Many U.S. plants work with stocks of components or materials that deplete rapidly and could be shut down by delivery delays of a few hours. Failure to meet delivery schedules is certain to result in loss of future orders.

V. SERVICES FOR EXPORTERS

Banking

Two Canadian banks maintain offices in the territory: the Bank of Nova Scotia in Cleveland, and the Toronto-Dominion Bank in Pittsburgh. Representatives of other Canadian banks service the region regularly. *For the addresses of those and local U.S. banks, please refer to section VIII.*

Patents, Trademarks and Copyrights

General

An informative booklet entitled *General Information Concerning Patents* is available from the Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20302.

Patents

All business with the Patent Office should be transacted in writing. Letters must be addressed to the Commissioner of Patents, Washington, DC 20231.

U.S. patent laws do not discriminate against the citizenship of an inventor. With certain exceptions, it is the inventor who must make application for a patent and sign the required documents.

Most inventors employ the services of patent attorneys or patent agents. Although the U.S. Patent Office cannot recommend a particular attorney or agent, it publishes a list of all registered patent attorneys and agents who are willing to accept new clients and lists them by state or province, city and country.

Trademarks

A trademark relates to the name or symbol used to indicate the source or origin of products. Trademark rights prevent others from using the same trademark on identical products but do not prevent others from making them without the trademark.

Procedures for the registration of trademarks and general information are provided in a pamphlet entitled

General Information Concerning Trademarks, which can be obtained from the U.S. Patent Office.

Copyright

A copyright protects the writings of an author against unauthorized copying. Literary, dramatic, musical and artistic works are included within the protection of the copyright law which, in some instances, also confers performing and recording rights. Copyright applies to the form of expression rather than the subject matter.

NOTE: Copyrights in the U.S. are registered with the Copyright Office in the Library of Congress. The U.S. Patent Office has nothing to do with copyrights. Information concerning copyrights can be obtained from the Registrar of Copyrights, Library of Congress, Washington, DC 20540.

Licensing and Joint Ventures

If you intend to market a patented invention or product in the United States, either under a joint licensing agreement or other arrangement, there are a number of firms specializing in patent and marketing services. The Canadian Consulate General can help in selecting such an organization.

The Canadian-American Commercial Arbitration Commission

Reference to the commission is often made in standard commercial contracts between Canadian and American companies. In the event of disputes, a Canadian firm simply refers to the Canadian Chamber of Commerce, 1080 Beaver Hall Hill, Montréal, Québec, while the American firm consults the American Arbitration Commission, 140 West 51st Street, New York, NY 10020.

VI. CUSTOMS REGULATIONS AND DOCUMENTATION

Documentation

Canadian exports to the United States, including returned American merchandise, should be accompanied by Canada Customs export form B-13. Canada Customs normally requires three copies at the time of exportation, one of which is returned to the exporter. It should be noted that Canada Customs has a monthly summary reporting system available to large volume exporters. Further information on the summary reporting system as well as supplies of B-13 forms may be obtained from Canada Customs.

Generally, the only other documents required when shipping to the United States are a bill of lading or air waybill as well as a commercial invoice. The use of a typewriter in preparing documents is preferred; in any case, they should be legible and *not* prepared in red ink.

NOTE: It should be borne in mind that it is most important that Canadian exporters ensure that the documentation presented to U.S. Customs is complete and accurate. This not only results in prompt customs clearance, but also avoids possible costly penalties.

Bill of Lading or Air Waybill

Normally a bill of lading or air waybill for Canadian shipments is required by U.S. Customs authorities. In lieu of the bill of lading or air waybill, the shipping receipt may be accepted if U.S. Customs is satisfied that no bill of lading or air waybill has been issued. Entry and release of merchandise may be permitted without the bill of lading or air waybill if satisfactory bond is given in a sum equal to one and one-half times the invoice value of the merchandise. In certain circumstances, a carrier's certificate, duplicate bill of lading or air waybill may be acceptable.

Invoice

Although acceptable, U.S. Customs Special Invoice Form 5515 is no longer required. Instead, shipments should be accompanied at entry by a signed commercial invoice containing the necessary particulars (i.e., basically those that were previously required on U.S. Special invoice Form 5515).

While only one copy is required by U.S. Customs, it is usual to forward three: one for the use of U.S. Customs when the goods are examined, one to accompany the entry and one for the U.S. customhouse broker's file. District directors of U.S. Customs are authorized to waive production of a properly completed commercial invoice if satisfied that the importer, because of conditions beyond his control, cannot furnish a complete and accurate invoice; or that the examination of merchandise, final determination of duties and collection of statistics can properly be made without the production of such an invoice. In these cases, the importer must file the following documents:

- 1) any invoice or invoices received from the seller or shipper;
- 2) a statement pointing out in exact detail any inaccuracies, omissions or other defects in such invoice or invoices;
- 3) a properly executed pro forma invoice;
- 4) any other information required for classification or appraisement or for statistical purposes.

Special information with respect to certain classes of goods is sometimes required when the commercial invoice does not give sufficient information to permit classification and appraisal.

Packing List

U.S. Customs authorities require three copies of a detailed packing list. This should indicate what is in each box, barrel or package in the shipment. If the shipment is uniformly packed, this can be stated on the invoice indicating how many items are in each container.

Entry at Customs

Goods may be entered for consumption or entered for warehouse at the port of arrival in the United States,

or they may be transported inbond to another port of entry and entered there under the same conditions as the port of arrival.

For such transportation in bond to an interior port, arrangements must be made at the port of arrival by either the consignee, the carrier, the U.S. custom-house broker or any other person having a sufficient interest in the goods for that purpose. In cases where the Canadian exporter assumes responsibility for entering the goods through U.S. Customs, he may find that there are advantages in having shipments entered for consumption at the nearest or most convenient port of arrival. In this way he can remain in close touch with the broker and U.S. Customs at that port of entry. However, where the U.S. purchaser intends making his own entries, it may be more convenient to have the goods transported in bond from the port of arrival to the interior port nearest the importer.

Who May Enter Goods

Goods may be entered by the consignee, his authorized regular employees, or his agent. The only persons who are authorized to act as agents for importers in customs matters are licensed U.S. custom-house brokers. They prepare and file the necessary customs entries, arrange for payments of duties and release of goods and otherwise represent their principals in customs matters.

Goods may be entered by the consignee named in the bill of lading under which they are shipped or by the holder of a bill of lading properly endorsed by the consignee. When the goods are consigned "to order," they may be entered by the holder of the bill of lading properly endorsed by the consignor. An air waybill may be used for merchandise arriving by air. In most instances, entry is made by a person or firm certified by the carrier to be the owner of the goods for customs purposes. When goods are not imported by a common carrier, possession of the goods at the time of arrival in the United States is sufficient evidence of the right to make entry.

Entry of goods may be made by a non-resident individual or partnership, or a foreign corporation through an agent or representative of the exporter in the United States, a member of the partnership, or an officer of the corporation. The surety on any customs

bond required from a non-resident individual or organization must be incorporated in the United States. In addition, a Canadian corporation in whose name merchandise is entered must have a resident agent authorized to accept service of process on its behalf in the state where the port of entry is located.

In general, to facilitate customs clearance it is advisable to contact a licensed U.S. customhouse broker who will outline the services he can provide, together with particulars on brokerage fees and other related matters.

Payment of Duties

There is no provision for prepayment of duties in Canada before exportation to the United States but it is feasible for the Canadian exporter to arrange for payment by a U.S. customhouse broker or other agent and thus be able to offer his goods to U.S. buyers at a duty-paid price.

Liability for payment of duty usually becomes fixed at the time an entry for consumption or for warehouse is filed with U.S. Customs. The liability is fixed, but not the amount of duty, which is only estimated at the time of the original entry. When the entry is liquidated, the final rate and amount of duty is ascertained. Obligation for payment is upon the person or firm in whose name the entry is filed.

Postal Shipments

Parcels of aggregate value not exceeding five dollars (U.S.) may be admitted free of duty.

Commercial shipments valued at more than five dollars must include a commercial invoice and a customs declaration on the form provided by the Canadian Post Office and give an accurate description and value of the contents. The customs declaration must be securely attached to the package.

If the shipment comprises two or more packages, the one containing the commercial invoice should be marked "Invoice Enclosed"; other packages of the same shipment may be marked as "No. 2 of 3, Invoice Enclosed in Package No. 1."

A shipment under \$250 aggregate value will be delivered to the addressee. Duties and delivery fees for

each package are collected by the postman. Parcels containing bona fide gifts (excluding alcoholic beverages, tobacco products and perfumes) to persons in the United States will be passed free of duty provided the aggregate value received by one person on one day does not exceed \$25. No postal delivery fee will be charged. Such parcels should be marked as a gift, and the value and contents indicated on the parcel.

Temporary Free Importation

Certain articles not imported for sale, or for sale on approval, may be admitted into the United States under bond without the payment of duty. Generally, the amount of the bond is double the estimated duties.

Such articles must in most cases be exported within one year from the date of importation. Upon application to the district or port director, this period may be extended for further periods which, when added to the initial one year, are not to exceed a total of three years.

Such articles may include the following:

- articles for repair, alterations or processing;
- models of women's wearing apparel by manufacturers;
- articles for use as models by illustrators and photographers solely for illustrating;
- samples for order-taking;
- articles for examination and reproduction (except photo-engraved printing plates for examination and reproduction);
- motion picture advertising films;
- articles for testing, experimental or review purposes (plans, specifications, drawings, blueprints, photographs for use in study or for experimental purposes may be included). In the case of such articles, satisfactory proof of destruction as a result of the tests, along with the production of a proper affidavit of destruction will relieve the obligation of exportation;
- automobiles, motorcycles, bicycles, airplanes, airships, balloons, boats, racing shells, similar vehicles and craft and related equipment by non-residents for taking part in races or other specific contests;
- locomotives and other railroad equipment for use

- in clearing obstructions, fighting fires, or making emergency railroad repairs in the United States;
- containers for compressed gases and other containers and articles for covering or holding merchandise during transportation and suitable for such re-use;
 - professional equipment, tools of trade, repair components for equipment or tools admitted under this item, and camping equipment imported by or for non-residents sojourning temporarily in the United States and for use by such non-residents;
 - articles of special design for temporary use exclusively in the production of articles for export;
 - animals and poultry for breeding, exhibition, or competition for prizes;
 - theatrical scenery, properties and apparel for use by arriving proprietors or managers of theatrical exhibitions;
 - works of art, photographs, philosophical and scientific apparatus brought into the U.S. by professional artists, lecturers or scientists arriving from abroad for use by them in exhibition and promotion of art, science or industry in the United States;
 - automobiles, automobile chassis, automobile bodies — finished, unfinished or cutaway — when intended solely for show purposes. The temporary importation bond in the case of these articles is limited to six months with no right of extension.

Commercial Travellers — Samples

Certain goods accompanying a commercial traveller may be temporarily imported under bond (TIB). In such cases, an adequate descriptive list or a commercial invoice must be provided. The personal bond of the commercial traveller is usually accepted to guarantee the timely exportation of the samples under U.S. Customs supervision. Failure to export the samples or otherwise comply with the conditions of temporary entry will result in penalty action being taken by U.S. Customs.

NOTE: There is no provision for goods temporarily admitted under a TIB to be duty-paid in lieu of exportation.

Duty on Containers

If used in shuttle service, the following types of containers may enter free of duty:

- 1) U.S. containers and holders (including shooks and staves of U.S. production) when returned as boxes or barrels containing merchandise;
- 2) foreign containers previously imported and duty paid if any;
- 3) containers of a type specified by the Secretary of the Treasury as instruments of international traffic.

One-trip containers are dutiable as part of the dutiable value of the goods.

Marking of Goods

Country of Origin Marking

Generally, all goods imported into the United States must be legibly and conspicuously marked in English to identify their country of origin to the ultimate purchaser in the United States.

The use of stickers or tags is permitted if used in such a manner as to be permanent, unless deliberately removed, until receipt by the ultimate purchaser.

Certain small instruments and utensils must be marked by die-stamping, cast-in-the-mould lettering, etching, engraving or by means of metal plates securely attached to the articles.

The U.S. Customs Service may exempt certain articles from this marking. In such cases, the container must be suitably marked.

Composition Marking

Any product containing woollen fibre (except carpets, rugs, mats and upholsteries, or articles made more than 20 years before importation) must be clearly marked:

- 1) to identify the manufacturer or the person marketing the product;
- 2) with a statement denoting in percentage terms the total fibre content of the product;
- 3) with the maximum percentage of the total weight of the product of any nonfibrous loading, filling or adulterating matter. If not suitably marked, an

opportunity to mark under U.S. Customs supervision may be granted.

When the fabric contained in any product is imported, it is necessary to state the fabric's country of origin.

Fur products must be marked as to type (particular animal), country of origin and manufacturer's or marketer's name. In addition, where they are used or damaged; bleached, dyed or otherwise artificially coloured; or composed substantially of paws, tails, bellies or waste fur, they must be so marked.

Food Labelling

All imported foods, beverages, drugs, medical devices and cosmetics are subject to inspection by the United States Food and Drug Administration (FDA) at the time of entry into the United States. The FDA is not authorized to approve or pass upon the legality of specific consignments before they arrive and are offered for entry into the United States. However, the FDA is always willing to offer comments on proposed labels or answer other enquiries from importers and exporters. Advice on prospective food labels may also be obtained from the U.S. Marketing Division, Department of External Affairs in Ottawa.

Import Prohibitions and Restrictions

In addition to goods prohibited entry by most countries in the world (such as obscene, immoral or seditious literature, narcotics, counterfeit currency or coins) certain commercial goods are also prohibited or restricted. Moreover, various types of merchandise must conform to laws enforced by government agencies other than the United States Customs Service. Fur products are also subject to the Endangered Species Act and importation of certain fur skins would be prohibited.

Animals

Cattle, sheep, goats, swine and poultry should be accompanied by a certificate from a veterinarian of the Canada Department of Agriculture to avoid delays in quarantine.

Wild animals and birds, are prohibited from importation into the United States if captured, taken, shipped, possessed or exported contrary to laws of the foreign

country of origin. In addition, no such animal or bird may be taken, purchased, sold or possessed contrary to the laws of any state, territory or possession of the United States.

Plants and Plant Products

The importation of plants and plant products is subject to regulations of the Department of Agriculture and may be restricted or prohibited. Plants and plant products include fruits, vegetables, plants, nursery stock, bulbs, roots, seeds; certain fibres including cotton and broomcorn; cut flowers, sugarcane, certain cereals, elm logs and elm lumber with bark attached. Import permits are required. Also certain endangered species of plants may be prohibited or require permits or certificates.

Seeds

The importation into the United States of agricultural and vegetable seeds and screenings is governed by the provisions of the Federal Seed Act of 1939 and regulations of the Agricultural Marketing Service, Department of Agriculture. Shipments are detained pending the drawing and testing of samples.

American Goods Returned

U.S. products may be returned to the United States duty-free provided they have not been advanced in value or improved in condition while abroad.

Articles exported from the United States for repair or alterations abroad shall be subject to duty upon the value of the repairs or alterations. The term "repairs or alterations" means restoration, change, addition, renovation, cleaning or other treatment which does not destroy the identity of the article exported or create a new or different article. Any article of metal (except precious metal) manufactured in the United States and exported for further processing and again returned to the United States for additional processing is subject to a duty upon the value of processing outside the United States.

The cost or value of U.S. origin component parts exported abroad ready for use only in the assembly of foreign-produced goods subsequently imported into the U.S., may be deducted from the value for duty. This is, of course, provided the parts have not been

subject to any further fabrication while abroad, except operations incidental to the assembly process such as cleaning, lubricating and painting.

Special U.S. Customs procedural requirements must be followed upon the exportation and return of American goods. Details may be obtained from United States Import Specialists at border points or from the U.S. Marketing Division, Department of External Affairs, Ottawa.

Customs Entry Assistance

To facilitate access into the United States marketplace, a Canadian exporter should have information on customs documentation, tariff classification, rates of duty and value for duty. It is also advisable to examine the many other U.S. laws and regulations affecting imports such as those relating to food and drugs, consumer product safety, environmental protection, etc.

Such U.S. import information is readily available from:

U.S. Marketing Division (UTM)
Department of External Affairs
Lester B. Pearson Building
125 Sussex Drive
Ottawa, Ontario
K1A 0G2
Tel: (613) 993-7484

The Division is constantly in contact with the U.S. Customs Service and other agencies on behalf of Canadian exporters and, over the years, has developed an in-depth knowledge of the interpretation and implementation of U.S. tariffs and regulations related to access for imports of Canadian products into the United States marketplace.

The Division can also provide Canadian exporters with information and assistance regarding: labelling of food, drug, cosmetic and alcohol products; customs penalty assessments; customs valuation; consumer product safety standards; and other questions related to U.S. market access.

Accordingly, Canadian exporters of products destined for the United States, and particularly first time exporters or exporters of new products, are strongly urged to contact the U.S. Marketing Division, External Affairs, for assistance with their exports.

U.S. Customs Tariff Classification, Internal Advice and Protests

The market access assistance which the U.S. Marketing Division offers includes obtaining an official tariff classification ruling on behalf of the Canadian exporter for merchandise to be imported into the United States. ("*Prospective*" *Customs Transaction*). In addition, the Division can aid the exporter and his broker in applying for internal advice which is designed to settle significant disagreement arising between the importer and U.S. Customs authorities in connection with a shipment being cleared at a U.S. Customs port of entry ("*Current*" *Customs Transaction*). Further, the Division can help an exporter in the preparation of a protest to be filed against a U.S. Customs Service decision involving a liquidated entry ("*Completed*" *Customs Transaction*).

Tariff Classification Ruling "Prospective" Customs Transaction

The U.S. Marketing Division can obtain an official binding tariff classification ruling from the U.S. Customs Service on behalf of a Canadian exporter for a "*Prospective*" *Customs Transaction* (i.e., a transaction which is not already pending before a Customs Service office by reason of arrival of the goods in the United States or the filing of related documentation at Customs for goods en route to the U.S.). Such ruling is considered binding in as much as it will be honoured at all U.S. Customs field offices and thereby ensures that the Canadian exporter will receive uniformity in tariff treatment regardless of which U.S. Customs ports of entry are to be used.

To obtain such ruling, a written request containing the following information should be submitted to the U.S. Marketing Division:

- 1) a statement, as to whether the same or an identical transaction is currently, or has ever been, considered by the U.S. Customs Service or attendant court of law. Where such other transaction has taken place, particulars thereof should be provided;
- 2) a full and complete description of the goods. Generally, a sample and descriptive literature of the article in question should suffice. Where a sample is not practicable, a photograph, drawing or other

illustrative representation of the article should be submitted. If return of a sample is desired, it should be requested indicating the desired means of return. (NOTE: A sample should only be submitted with the understanding that all or most of it *may* be damaged or consumed in the course of any examination, or analysis undertaken in connection with the ruling request);

- 3) an indication of the article's chief use in the United States;
- 4) the commercial, common or technical description of the article;
- 5) where a product is composed of two or more materials or ingredients, a percentage breakdown of (a) the cost of each component material or ingredient, at the point where only assembly or mixture into the finished product is required and, (b) their relative quantities by weight or volume, as appropriate;
- 6) textile materials and articles should be identified as in (5) above, and their description should also include the method of construction (such as knit or woven), the types of fibres present and, if wearing apparel, by whom it is designed to be worn (e.g., child, man, women or unisex);
- 7) chemical products should be identified by their specifications and product formulation (i.e., ingredients listing in percentage terms by chemical names, not trade names). A sample should also be submitted for purposes of U.S. Customs laboratory analysis;
- 8) privileged or confidential information should be clearly identified as such and should be accompanied by an explanation of why that information should not be disclosed.

NOTE: Failure to include all the appropriate above-listed information in the request only results in delays and confusion for the exporter.

Internal advice — “Current” Customs Transaction

Significant disagreement with a U.S. Customs position in connection with a “*Current*” *Customs Transaction* (i.e., a transaction which is now before a U.S. Customs Service field office), should be resolved by filing a request for internal advice through the customs port where entry was made and before liquidation of the entry is affected. Internal advice can be requested by either the importer or his U.S. customhouse broker.

The U.S. Customs Service will review the request and notify the importer of any points with which they do not agree.

The U.S. Marketing Division can provide valuable assistance and suggestions regarding points of law and previously established customs practice which may support the importer's request for internal advice.

To obtain such assistance, a written submission should be made to the U.S. Marketing Division containing:

- 1) full particulars relative to the transaction involved and generally following the outline for a tariff classification ruling — *"Prospective" Customs Transaction*;
- 2) copies of *all* documents and correspondence related to the entry of merchandise to which the request refers, including those issued by U.S. Customs.

If the importer is validly not in agreement with the resultant U.S. Customs Service decision on the internal advice request he may, *"after liquidation of the entry and within 90 days of that liquidation,"* file a protest in the matter at the U.S. Customs port of entry involved.

NOTE: The U.S. Customs Service field office may, at its discretion, refuse to consider a request for internal advice if in its opinion there is a clear and definitive customs precedent which supports its position. In such cases, the U.S. Marketing Division should be contacted for further guidance and assistance.

Protest — "Completed" Customs Transaction

A protest, which is a form of appeal, may be undertaken in connection with a *"Completed" Customs Transaction* (e.g., a transaction which has been liquidated by a U.S. Customs Service field office).

NOTE: *Protests must be filed at the U.S. Customs port of entry concerned within 90 days after the date of liquidation of the customs entry.*

The U.S. Marketing Division can assist the importer and his broker in preparing a protest by providing advice and suggestions on what information can be used to support the importer's case.

For such assistance to be effective, the Division must be furnished with all information regarding what has taken place. Such information should include the following:

- 1) all information listed in outline for tariff classification ruling — "*Prospective*" Customs Transaction;
- 2) a copy of the customs entry and invoice under protest;
- 3) a copy of all correspondence (no matter how trivial) between the importer, broker and the U.S. Customs authorities regarding the subject under protest; and
- 4) an estimate of (a) the volume of shipments that could be affected by the issue, (b) the value of such shipments, and (c) the potential duties involved.

U.S. Anti-dumping and Countervail Statutes

Due to the complexity of these statutes, exporters are encouraged to contact the U.S. Marketing Division of the Department of External Affairs for answers to any specific questions.

The U.S. Trade Agreements Act of 1979 was enacted into law on July 26, 1979, and encompasses those changes to the current United States anti-dumping and countervailing duty law necessary for the implementation of the international agreements negotiated in the Multilateral Trade Negotiations (Tokyo Round) of the General Agreement of Tariffs and Trade (GATT).

Anti-dumping

If a U.S. company has reason to believe that a product is being sold in the U.S. at a price lower than the price at which it is sold in its home market, an anti-dumping complaint may be filed with the U.S. Commerce Department. The anti-dumping petition must contain information to support the dumping allegations along with evidence of injury suffered by the U.S. industry affected.

A U.S. anti-dumping investigation must be conducted within specified time frames:

- 1) Within 20 days of receipt of an anti-dumping petition, the Secretary of Commerce must decide whether or not to initiate an investigation. If it is determined that a petition does not properly establish the basis on which anti-dumping duties may be imposed, the proceeding is terminated. If the Secre-

tary of Commerce determines that the petition contains sufficient information supporting the allegations, a full-scale investigation is initiated.

- 2) Within 45 days from the date a petition was filed, the International Trade Commission (ITC) must determine if there is a reasonable indication of injury. If the decision is negative, the case is terminated.
- 3) In general, within 160 days after the date on which a petition is filed, the Secretary of Commerce makes a preliminary determination of dumping. If the preliminary determination is affirmative, suspension of liquidation of all entries of merchandise subject to determination is ordered. As well, provisional duty in the form of a cash deposit or bond is required for the entry of the merchandise concerned equal to the estimated amount by which the foreign market value exceeds the United States price.
- 4) Within 75 days of the preliminary determination, a final determination by the Secretary of Commerce of sales at less than fair value will be due.
- 5) Following an affirmative preliminary decision of sales at less than fair value, the ITC must determine injury within 120 days of the preliminary determination. If the ITC rules that there has been no injury, the case is closed; any cash deposited is refunded, and any bond posted is released. If the injury determination is affirmative, the Secretary of Commerce will impose an anti-dumping duty on the merchandise equal to the amount by which the home market value of the merchandise exceeds the price to the United States customer.
- 6) An anti-dumping duty order is subject to automatic annual review, and requests for a review will be entertained at any time, provided changed circumstances warrant it.

Countervail

Under the revised U.S. Countervailing Duty Statute, an additional duty may be imposed on articles imported into the United States, if any bounty or grant has been made on their manufacture, production or export. However, all cases are subject to an injury determination by the ITC. The time frame for an investigation is similar to that of an anti-dumping investigation. The Secretary of Commerce's decision on the subsidy and the ITC's injury determination may be appealed to the U.S. Court of International Trade.

If any difficulties arise with reference to this statute, it is suggested that exporters contact the U.S. Marketing Division of the Department of External Affairs as soon as possible.

U.S. Exports to Canada

Enquiries concerning the importation of U.S. products into Canada should be referred to the United States Embassy, 100 Wellington Street, Ottawa, or the U.S. Consulates or Consulates-General in Vancouver, Calgary, Winnipeg, Toronto, Montreal, Québec City, Saint John, Halifax or St. John's.

VII. *YOUR BUSINESS VISIT TO THE EASTERN MIDWEST STATES*

There are no substitutes for personal visits. Correspondence does not spark the interest of the American businessman. He's "from Missouri" and wants to see and be seen.

Services of the Trade Commissioner

The Commercial Division of the Canadian Consulate General functions as the liaison between Canadian and local United States business and industry. It actively seeks business opportunities for Canada in its geographical area of responsibility and relays pertinent information to interested and capable Canadian companies. Potential buyers and sellers are introduced with guidance provided to either as required. Market surveys are conducted on behalf of Canadian firms and agents, distributors or other recommended outlets. The reception room of the Consulate General is available for product displays and in-office presentations to prospective customers. Business hours are 8:30 a.m. to 5:00 p.m., Monday through Friday.

Advise and Consult the Trade Commissioner

When planning your first business visit to the area, advise the Consulate General well in advance of your trip. Inform the staff of the objective of your visit and forward several copies of product brochures. It is helpful if you work out c.i.f. prices on at least part of your product range. You should also list previous contacts with the region's business community.

With this information, the commercial staff will be pleased to arrange a tentative itinerary and make appointments which you can confirm on arrival. Because of the increasing number of businessmen visiting Canada's U.S. Consulates General, it is recommended that you leave arrangements for hotel reservations through your travel agent.

When to go

The best time to visit this area is during the spring and fall. Avoid the Christmas-New Year holiday time and the July-August vacation period.

How to Get There

Regular service is provided by scheduled airlines, while an excellent highway system provides easy access by car or bus. Direct rail service is not available.

Where to Stay

Please refer to section VIII, Useful Addresses, for the names of some of the better hotels and motels.

VIII. USEFUL ADDRESSES

Canadian Government

Canadian Consulate General

55 Public Square
Suite 1008
Cleveland, OH 44113
Tel: (216) 771-0150

Office of the Government of Canada

MCLDDP
Room 148, Building A
Area B
Wright Patterson Air
Force Base
Dayton, OH 45433
Tel: (513) 255-4537

Travel

Air Canada

20220 Center Ridge Road
Cleveland, OH 44116
Tel: (216) 333-2810

CP Air

20110 Lorain Road, Suite 3
Cleveland, OH 44126
Tel: (216) 333-6821

CP Rail

Rockefeller Building
Cleveland, OH 44113
Tel: (216) 781-4616

Canadian National Railways

Terminal Tower
Cleveland, OH 44113
Tel: (216) 621-8378

Canada Steamship Lines Limited

55 Public Square
Cleveland, OH 44113
Tel: (216) 621-4926

Canadian Banks

Bank of Nova Scotia

1300 East 9th Street
Cleveland, OH 44114
Tel: (216) 579-1400

Toronto-Dominion Bank

2 Oliver Plaza
Pittsburgh, PA 15222
Tel: (412) 562-9100

Canadian Imperial Bank of Commerce

U.S. Steel Bulding,
Suite 5670
600 Grant St.
Pittsburgh, PA 14219
Tel: (412) 456-2202

Royal Bank of Canada

U.S. Steel Building,
Suite 4644
600 Grant Street
Pittsburgh, PA 14219
Tel: (412) 232-3255

American Banks

Central National Bank of Cleveland

800 Superior Avenue
Northeast
Cleveland, OH 44114
Tel: (216) 861-7800

National City Bank

1900 East 9th Street
Cleveland, OH 44114
Tel: (216) 575-2000

Mellon Bank of North America

Mellon Square NA
Pittsburgh, PA 15230
Tel: (412) 232-4100

Huntington National Bank

17 South High Street
Columbus, OH 43215
Tel: (614) 469-7000

Citizens Fidelity Bank

Citizens Plaza
500 West Jefferson
Louisville, KY 40201
Tel: (510) 581-2100

AmeriTrust Company

East 9th and Euclid
Cleveland, OH 44115
Tel: (216) 687-5000

Barclay's Bank International

One Oliver Plaza
Suite 3126
Pittsburgh, PA 15222
Tel: (412) 562-9200

Pittsburgh National Bank

Pittsburgh National
Building
Pittsburgh, PA 15222
Tel: (412) 355-2000

The Central Trust Company of North America

4th & Vine
Cincinnati, OH 45202
Tel: (513) 852-5000

First National Bank

Madison at Huron
Toledo, OH 43604
Tel: (418) 259-7890

Motels and Hotels

The Executive Inn Motel

Watterson Expressway at
Fairgrounds
Louisville, KY 40220
Tel: (502) 367-6161

Holiday Inn

Cascade Plaza
Akron, OH 44308
Tel: (216) 762-0661

Imperial House Motel

4343 Everhard Northwest
Canton, OH 44718
Tel: (216) 499-9410

Netherlands Hilton Hotel

5th and Race Streets
Cincinnati, OH 45202
Tel: (513) 621-3800

Stouffer's Cincinnati Tower

141 West 6th Street
Cincinnati, OH 45202
Tel: (513) 352-2110

Carrousel Inn

4900 Sinclair
Columbus, OH 43229
Tel: (614) 846-0300

Sheraton Belden Inn

4375 Metro Circle
Northwest
Canton, OH 44720
Tel: (216) 494-6494

Carrousel Inn Cincinnati

8001 Reading Road
Cincinnati, OH 45237
Tel: (513) 821-5110

Marriot Hotel

11320 Chester Road
Cincinnati, OH 45246
Tel: (513) 772-1720

Stouffer's Dayton Plaza Hotel

East 5th and South
Jefferson
Dayton, OH 45402
Tel: (513) 224-0800

Pittsburgh Hilton

Gateway Center
Pittsburgh, PA 15222
Tel: (412) 391-4600

Pittsburgh Hyatt House

Chatham Center
Pittsburgh, PA 15219
Tel: (412) 391-5000

Holiday Inn Lakeside

1111 Lakeside at East
12th Street
Cleveland, OH
Tel: (216) 241-5100

Marriott Inn

Cleveland-Airport
4277W 150th Street
Cleveland, OH
Tel: (216) 252-5333

Hyatt Regency

350 North High Street
Columbus, OH 43215
Tel: (614) 463-1234

Imperial House Motels, Inc. (North)

2401 Needmore Road
Dayton, OH 45414
Tel: (513) 278-5711

Imperial House Motels, Inc. (South)

3555 Miamisburg-
Centerville Road
Dayton, OH 45449
Tel: (513) 866-6261

The William Penn

Mellon Square
William Penn Place
Pittsburgh, PA 15230
Tel: (412) 281-7100

The Galt House

140 North 4th Street
Louisville, KY 40202
Tel: (502) 589-5200

Stouffer's Inn on the Square

24 Public Square
Cleveland, OH 44113
Tel: (216) 696-5600

Hollander House

East 6th St. & Superior
Cleveland, OH 44114
Tel: (216) 621-0700

IX. REGIONAL OFFICES

Regional Offices in Canada

If you have not previously marketed abroad, contact any Regional Office of the Department of Regional Industrial Expansion at the addresses listed below.

British Columbia

Department of Regional
Industrial Expansion
Bentall Centre, Tower IV
Suite 1101
1055 Dunsmuir Street
P.O. Box 49178
Vancouver,
British Columbia
V7X 1K8

Tel: (604) 661-1434
Telex: 04-51191
Facsimile: (604) 666-8330

Alberta

Department of Regional
Industrial Expansion
The Cornerpoint Building,
Suite 505
10179 - 105th Street
Edmonton, Alberta
T5J 3S3

Tel: (403) 420-2944
Telex: 037-2762
Facsimile: (403) 420-2942

Saskatchewan

Department of Regional
Industrial Expansion
Bessborough Tower -
Suite 814
601 Spadina Crescent
East
Saskatoon, Saskatchewan
S7K 3G8

Tel: (306) 665-4400
Telex: 074-2742
Facsimile: (306) 665-4399

Ontario

Department of Regional
Industrial Expansion
1 First Canadian Place
Suite 4840
P.O. Box 98
Toronto, Ontario
M5X 1B1

Tel: (416) 365-3737
Telex: 065-24378
Facsimile: (416) 366-9082

Québec

Department of Regional
Industrial Expansion
Stock Exchange Tower
800 Victoria Square
P.O. Box 247
Montréal, Québec
H4Z 1E8

Tel: (514) 283-7907
Telex: 055-60768
Facsimile: (514) 283-3302

Nova Scotia

Department of Regional
Industrial Expansion
1496 Lower Water Street
P.O. Box 940, Station "M"
Halifax, Nova Scotia
B3J 2V9

Tel: (902) 426-7540
Telex: 019-22525
Facsimile: (902) 426-2624

Manitoba

Department of Regional
Industrial Expansion
3 Lakeview Square -
4th Floor
185 Carlton Street
Winnipeg, Manitoba
R3C 2V2

Tel: (204) 949-4090
Telex: 075-7624
Facsimile: (204) 949-2187

New Brunswick

Department of Regional
Industrial Expansion
P.O. Box 578
590 Brunswick Street
Fredericton,
New Brunswick
E3B 5A6

Tel: (506) 452-3190
Telex: 014-46140
Facsimile: (506) 452-3173

Prince Edward Island

Department of Regional
Industrial Expansion
Confederation Court
134 Kent Street, Suite 400
P.O. Box 1115
Charlottetown,
Prince Edward Island
C1A 7M8

Tel: (902) 566-7400
Telex: 014-44129
Facsimile: (902) 566-7431

Newfoundland

Department of Regional
Industrial Expansion
Parsons Building
90 O'Leary Avenue
P.O. Box 8950
St. John's, Newfoundland
A1B 3R9

Tel: (709) 772-4884
Telex: 016-4749
Facsimile: (709) 772-5093

APPENDIX I

**Canadian Exports to Ohio, Western Pennsylvania*
Kentucky, West Virginia in 1983**
(in millions of Canadian dollars)

	Ohio
Live animals	7.1
Food, feed, beverages and tobacco	75.4
Crude materials, inedible	297.0
Fabricated materials, inedible	1,748.0
End products, inedible	
Industrial machinery	97.1
Agricultural machinery and tractors	13.3
Transportation equipment	957.8
Other equipment and tools	159.7
Personal and household goods	12.1
Miscellaneous end products	27.8
Total	1,267.8
Special transactions, trade	3.9
Total domestic exports	3,399.2

*

It is estimated that western Pennsylvania absorbs about 10% of the exports from Pennsylvania

Western Pennsylvania	Kentucky	West Virginia	Total
14.8	4.7	.2	26.8
57.9	28.4	1.3	163.0
56.4	20.2	8.3	381.9
584.1	297.1	128.6	2,757.8
26.5	19.6	3.7	146.9
4.5	2.9	.3	21.0
103.3	112.7	14.4	1,188.2
80.1	63.2	3.0	306.0
7.3	1.4	.3	21.1
18.9	4.0	1.3	52.0
240.7	203.9	22.9	1,735.3
.6	.1	—	4.6
954.6	554.5	161.3	5,069.6

50 per cent of total Canadian exports to

**Main Exports to Ohio, Western Pennsylvania,
Kentucky and West Virginia in 1983**
(in millions of Canadian dollars)

Ohio

Iron ores and concentrates	230.3
Lumber, softwood	134.0
Wood pulp and similar pulp	82.3
Newsprint	195.4
Other inorganic chemicals	105.4
Petroleum and coal products	622.2
Primary iron and steel	66.9
Aluminum, including alloys	72.1
Motor vehicle engines and parts	121.6
Motor vehicle parts, except engines	710.0

Western Pennsylvania (about 50 per cent of Canadian exports to Pennsylvania is absorbed by western Pennsylvania)

Meat, fresh, chilled or frozen	28.2
Lumber, softwood	67.0
Wood pulp and similar pulp	45.3
Newsprint paper	129.1
Petroleum and coal products	27.5
Aluminum, including alloys	62.9
Nickel and alloys	27.1
Motor vehicle parts, except engines	48.8
Other telecommunications and related equipment	27.7

Kentucky

Whisky	25.8
Lumber, softwood	35.4
Newsprint paper	31.9
Other inorganic chemicals	91.7
Petroleum and coal products	35.7
Nickel and alloys	39.0
Motor vehicle parts, except engines	109.6
Office machines and equipment	54.2

West Virginia

Lumber, softwood	21.3
Organic chemicals	15.4
Aluminum, including alloys	35.0
Nickel and alloys	12.8

APPENDIX II

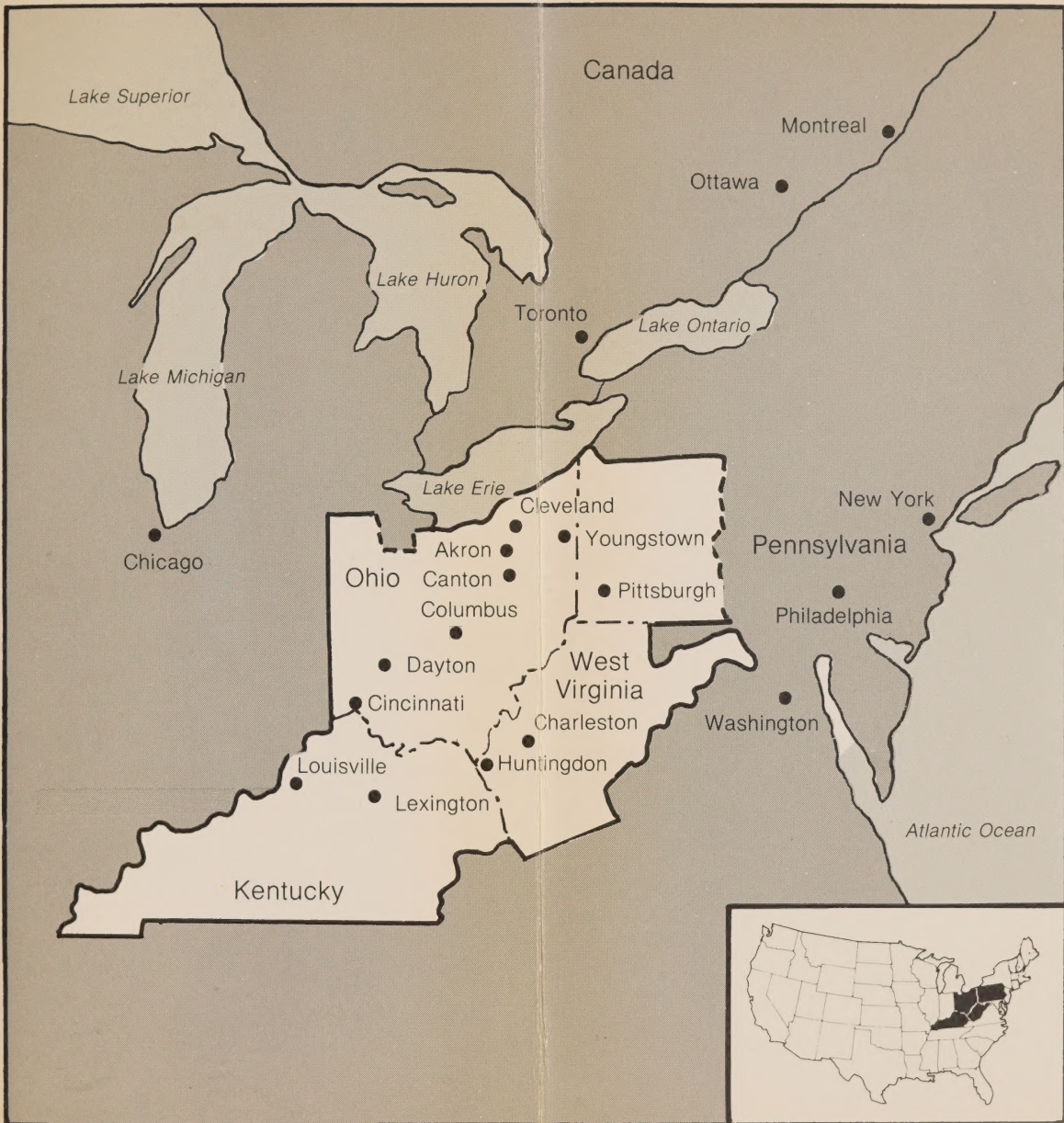
Counties of Pennsylvania Covered by the Canadian Consulate General at Cleveland

Allegheny	Fulton
Armstrong	Greene
Beaver	Huntingdon
Blair	Jefferson
Butler	Lawrence
Cambria	McKean
Cameron	Mercer
Clarion	Somerset
Crawford	Venango
Elk	Warren
Erie	Washington
Fayette	Westmoreland
Forest	

Notes

Notes

Notes



Canada